

AUTOMOBILE
SECTION

A MOTOR CAR FOR EVERY HOME

AUTO NEWS AND
COMMENT1918 WAS DYNAMIC
IN AUTO INDUSTRY

In the January issue of Motor, the national magazine of motoring, Alfred Reeves, general manager of the National Automobile Chamber of Commerce, writes entertainingly and instructively of "The Year Just Ended," the year of our active war participation, which ever will be one of the most memorable periods in the history of the automobile industry, as it was of the country. "If there is any adjective that cannot be applied to the happenings of the last twelve months in the automobile industry, it is 'quiet,'" says Mr. Reeves. "Scarcely a day has passed in all that time that has not brought with it some surprise. Bombshell followed torpedo, until the members of the industry have rather arrived at the condition of the resigned rooster, which shuts his eyes with a sigh of resignation and waits for the ax to descend."

Continuing, Mr. Reeves remarks that while "chronological data is generally dry, the scheduling of the 1918 happenings in the automobile industry supplies a veritable romance, for in the war the automobile industry has been a commanding figure, changing as it by magic from supplying peace-needed motor cars and motor trucks to war-needed airplanes, tanks, tractors and all those things which contributed to victory in a struggle which must be recorded in history as a war of motoring."

"As showing the flexibility of the industry and the loyalty of its leaders, it is worth noting that by continued curtailment, passenger car production came down from 1,718,000 in 1917 to 935,000 in 1918. More than a billion dollars' worth of war orders were taken to the exclusion of passenger car manufacture, including Liberty motors for airplanes, motor trucks, trailers, tanks, ambulances, shells, mine anchors, submarine chasers, steel helmets and other articles, many of them in no relation to the motor vehicle industry and requiring factory conversion in many ways."

It is an inspiring chronicle that Mr. Reeves spreads forth for Motor's readers and one which may well make those who are connected with the automobile industry proud of having assisted in a magnificent accomplishment, which William the First staked his empire on not being able to "put over."

400 AUTOS A DAY BY
WILLYS-OVERLAND

My March 1 Willys-Overland, Inc., will have attained a production of 400 cars per day. This number will be increased as rapidly as conditions will permit.

This announcement was made yesterday by Overland officials. Anticipating an unprecedented demand for cars the Overland, since the signing of the armistice and the cancellation of its enormous Government contracts, has bent every effort toward the conversion of its energies to the production of automobiles. While the work of transformation is not yet complete, remarkable strides have been made in the last two months toward this end.

The Willys-Overland halted its production of motor cars on November 1 and concentrated entirely upon the manufacture of war materials. Immediately after the cessation of hostilities plans formulated in advance for converting the various plants back to peace-time activities, were put into effect. The rapid approach to capacity production is the result.

Dealers everywhere report unprecedented business for January and February, and, spurred on by future prospects, are clamoring for cars in quantities which at the present are not to be had. One Overland dealer writes that his business for the first month of the year was 300 per cent greater than for any previous January. Reports of Willys-Overland, Inc., show that retail sales this year to date very largely surpass those of the same period last year, and equal to those of the same months in 1917, the best year the automobile industry ever had, in proportion to supply. The demand for cars so far this year is far ahead of that of any preceding year.

In view of this and the fact that an estimated shortage of 1,000,000 cars existed on December 1, leading manufacturers are becoming more convinced each day that it will be impossible during 1919 to produce sufficient cars to meet demands, no matter what efforts may be put forth.

SS.19 MILES OF NEW ROADS.

A total of 88.19 miles was constructed under the forestry road funds during the past year, according to the department's official report. At the end of the fiscal year forty-three projects were under way, and the department is planning to construct 1,061.55 miles, and the construction of 684.13 miles.

THE
RADIATOR

This column is devoted to the interest of the autoist. All questions as to care and upkeep, engine troubles, tours, etc., will be cheerfully and fully answered by an expert. Questions must reach this office not later than Thursday to insure issue in current week. Address all communications to Automobile Editor Washington Times, giving initials of inquirer for index purposes. If your car is in trouble on the road and you need a tow or assistance, avail yourself of The Times Auto Emergency Service. It is yours for the asking. See notice in this column.

SEEKING IS BELIEVING.
He talked about the tires and he blomed about the top.
Told how the car was started and how to make it stop.
He gazed about its quietness, its beauty and its speed.
While the prospect yawned and muttered an uninterested "indeed."
But the salesman was untiring in his noisy flow of air.
Concerning what the car could do, and how and when and where.
About the way it was controlled, its difference and why.
Till the wearied prospect stopped it with a quick but firm "GOOD-BYE."

Before the prospect reached the door the Boss contrived to meet him.
With eager step and smiling eye, a hand outstretched to greet him.
"Why, howdy, Brown! Going home? I go out Clark street too."

And if you'd like to ride with me my back will carry two.
And say, I'd like for you to take the wheel and drive tonight.
While I see if the bearing in this right front wheel is tight."

(The salesman watched them leaving and the stenog heard him say,
"Aw h—l! The Boss himself helps prospects break away.")

Next day the Chief strode through the door, an order in his hand.
With Brown's name at the bottom.
Says the salesman, "I'll be a—d."

And before he had recovered from his open-mouthed surprise
The Boss advanced, "Hereafter sell your prospects THROUGH THEIR EYES."

Chin music has but little charm to soothe the prospect's ear.
For the music of the motor is the tune he wants to hear.
Conviction runs all doubt when you let him SEE and FEEL.
And his pen-hand seeks his check-book once he sits behind the wheel.

—Liberty Bell.

The Willys-Overland Company, of Toledo, has installed in its Toledo factory a reclamation department whose purpose will be the salvage of material that has hitherto been useless except for very expensive sale to the junkman. The initial plans indicate that the most conservative estimate saving for the first year will be not less than \$50,000.

A national highway to link up the national parks and monuments of the United States is recommended in the annual report of the director of the national park service. Attention is called to the fact that such a road would necessarily pass through undeveloped districts and as the States or counties could hardly have funds enough for the work, Federal construction is suggested.

Total gross motor vehicle registration and license revenues for 1917 were \$37,601,237.01. Of this sum, \$23,235,597.82 was available for road work by or under the several State departments, \$11,452,705.93 under the direction of local authorities, and the remainder was diverted in other departments of government.

United States possesses 85 per cent of all the automobiles in the world.

The production of automobiles jumped from 33,896 in 1905 to 1,124,696 in 1918.

It is estimated that the Federal Government will expend upward of \$200,000,000 during the present year on improvements in road conditions.

The Highway Congress at a recent meeting endorsed a program which contemplates the building of trunk lines running north and south and east and west, covering every State in the Union.

The Liberty Six has a crank case of aluminum. This metal possesses many advantages, as it is lighter and not subject to breakage or cracking, as is the case of cast-iron ones. Owing to its lightness it will deliver more horsepower per pound.

QUERIES AND ANSWERS
Conducted by C. J. Warrick,
National Auto College.

Q.—As I have found that most of my engine trouble is due to bad spark plugs, I want to know the causes which lead to this trouble.

SPARK PLUGS.
A.—Look at the porcelain of your plug; observe whether it is cracked, oily, or loose. If you find none of these, see that the wire or electrode in the insulation is not loose. Perhaps you still discover carbon or oil on the points and the insulation soaked. Occasionally a broken gasket is the cause of bad spark plugs. Then, too the gap may be too close or too wide.

Q.—Is there any way I can increase the life of a spark plug? I have been told to let the spark plugs take care of themselves; others have told me to keep an eagle eye on them.

What shall I do?
A.—Spark plugs must be frequently brushed and scraped; the points especially should be always trim and clean. Plugs should be handled with the same care as a child holds a doll. When you renew your gasket, this insures longer life to a spark plug, but you must continually keep them clean and avoid all signs of globules on metal, which will cause a short circuit in the plug gap. Never screw a cold plug tightly in a hot engine, but insert plug with a few drops of oil on the threads and insert it up to the point of tightness.

By L. J. FAULKNER.

The motor car in business is just as essential as men and capital. THERE'S NO ARGUMENT ABOUT THAT. Every business man knows it. But there is one place where the motor car has not completely come into its own, and, strange as it may seem, that is in the family life of the American home.

To be sure, thousands of American homes have added the motor car to their home-keeping equipment, and they wonder, as we all did when the telephone came, how we ever got along without it.

The motor car, as a part of the home equipment, is just as essential as the telephone, the electric light, or the bathroom. Families that have motor cars will agree with that. It is positively true. For these things are necessities—and the motor car is a NECESSITY.

A safe, rapid, convenient, ever-ready, ever-present method of transportation is the right of every individual. He can find it alone in his own motor car.

Growing distances between work and home, the needed conservation of time, the increasing speed in business life, the lure of the field, the stream, the woods—all these have combined to take the motor car out of the luxury class and place it where it belongs, in the class of necessities, of modern conveniences.

The most valuable article in home equipment is something that is equally useful and usable by every member of the family. The motor car meets that test. It is for father, mother, daughter, and son. No article among home essentials is a better investment. Its dividends are convenience, better living, health, and happiness, all shared equally by the entire household.

War-time self-denial probably caused many persons to get along without a car, just as they felt that they should forego many other necessities during those months of dying German autocracy. Those days are past.

The sooner the world gets back to normal the better. A loosening of the purse strings will speed the day.

The recreation feature alone should put a motor car at every front door, for never was there a time in the world when men, women, and children needed "re-creating" as now.

Business has been motorized for efficiency's sake. The American home must be motorized for the same reason.

MODERNIZE YOUR HOME WITH A MOTOR CAR—

OR WILL YOUR FAMILY GET ITS RECREATION ON THE PORCH AGAIN NEXT SUMMER?

328,000 TRUCKS
TO BE 1919 OUTPUT

DETROIT, Mich., Feb. 22.—Estimated truck production for 1919 will be a minimum of 328,000 trucks, according to George D. Wilcox, director of sales and advertising for the Commercial Motor Car Company. Mr. Wilcox, an authority, has just relinquished command, as a major in the army, of the most important truck manufacturing district under the jurisdiction of the War Department.

According to statistics furnished by Mr. Wilcox, in October, 1914, three months after the allies went to war with Germany, the United States had in commercial use within its borders only 38,200 motor trucks. By the end of 1917 America's first year of war, production for commercial purposes had increased to 109,565 motor trucks. At the end of 1918 it had reached a total of 164,304. And, according to Major Wilcox, the 1919 production figures will be double those of 1918.

Major Wilcox says positively the Government will not auction any of the passenger cars or motor trucks that they bought for war purposes.

At the time the armistice was signed the Government's war orders for automotive equipment totaled 247,700 cars. When hostilities ceased official figures showed there were no less than 55,000 American-made motor vehicles overseas in General Pershing's command.

American automobile and truck manufacturers at that time had delivered to ports of embarkation \$8,000 commercial and passenger cars.

"This," Major Wilcox declares, "leaves a balance of about 48,000 trucks still in America. The 55,000 shipped across and in the service of the United States army will not be returned to the United States."

"Of the balance of 48,000 trucks remaining on this side of the water, the Postoffice Department is already requisitioning on the War Department for a large number."

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Autoisms

The latest addition to the aristocracy of Washington automobiles is the "Automobile-Biddle," as it is called. This car, which is a product of Philadelphia, is now represented in Washington by the Biddle Automobile Distributors, located at 1754 M street northwest. It is made in five models, each a distinctive work of art and destined to please the most exacting taste of those desiring a high class car. At the recent shows this beautiful car attracted universal admiration; one of the models, the two-passenger speedway special, was acclaimed the classiest car in the show. The prices range from \$2,200 to \$4,400.

The Motor Car Company of Washington, expect to be back into their former building about July 1. During the war these large and splendidly equipped quarters have been used by the Government as a storage house for documents from the Surgeon General's and Adjutant General's offices. The Motor Car Co. of Washington, are the local distributors for the Stutz and Auburn cars.

Ed Spooner, of Detroit, who looks after the destinies of the automobile section of the Detroit Free Press, was in the city Tuesday and visited The Times office. He has been in the east attending the various shows in the interest of The Free Press.

H. B. Reed, local controller of the Fulton truck, is planning a trip through the Southern territory in the interest of the Fulton. He expects to be gone for a week or two, as the field covered by the Washington branch is a very extensive one.

Mr. Seiler, secretary of the A. A. U., and Mr. Faulkner, Times automobile editor, chaperoned a party of auto enthusiasts to the Baltimore Automobile Show on Wednesday.

Norman S. Stinchcomb, who has been connected during the past ten years with the automobile business in Washington, and who has recently been discharged from the army, is now associated with the National-Hewitt Co. of 715 Eleventh street northwest. Mr. Stinchcomb is well known locally, having been manager of the Pyrene Company for over two years previous to his enlistment. The Hewitt tire has secured a very valuable representative in Mr. Stinchcomb.

The National-Hewitt Tire Company, of 715 Eleventh street northwest, publish an interesting letter in another column from Mr. Rooper, of the Terminal Taxi Co. A tire that can stand the strenuous wear and tear of taxi service for such a long mileage as indicated in the letter certainly must possess great merit.

An informal dinner of the Automotive and Accessory Dealers of Washington, will be held at the Wardman Park Hotel on Monday evening. The name of the host, who is to assume all the expense of the dinner, will not be announced until the guests are assembled. The invitations already sent out are limited to three members of each firm. The object of the gathering is to bring about a closer co-operation of trade interests.

Tooting a horn on Armistice Day did not end your part in winning a peace with victory. Paying your income tax makes more real noise than tooting a horn.

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TO SPEND MILLIONS
FOR BETTER ROADS

Hundreds of millions of dollars will be made available for road expenditures in the United States within the next few months, if legislation now awaiting consideration is favorably acted upon by the assemblies of the various States. At no past time in the history of the nation has there been such a trend toward highway development as is evidenced by these measures, and road builders everywhere are confronted with the necessity of formulating broad policies to govern the expenditures. Early estimates placed the total amount which would be expended by States and nation in 1919 at \$300,000,000. Since that time the national Senate has acted favorably upon a bill providing for an increase of \$200,000,000 in the Federal aid act, of which \$50,000,000 is made immediately available and another \$75,000,000 added in the fiscal year beginning July 1 of the present year. The remainder of it is set aside for 1920-1921. This measure is now awaiting final action in the House.

This is not all, North Carolina has provided for an increased revenue of

\$1,250,000 derived from automobile revenues to meet the increased Federal aid, which is to be supplemented by an annual bond issue of \$1,000,000. Illinois has voted \$60,000,000, and Pennsylvania \$50,000,000. When the Georgia legislature meets it will have before it a bond issue providing for \$40,000,000, coupled with an additional \$20,000,000 tax. Colorado has under consideration stringent highway measures, among them one calling for \$20,000,000 in bonds. Arizona is shortly to take up an extended program.

Will it come to this.—Judge

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